



U.S. Department of Energy



Office of Small and Disadvantaged Business Utilization



# 7<sup>TH</sup> ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE  
CONVENTION AND TRADE CENTER



# **7<sup>TH</sup> ANNUAL SMALL BUSINESS CONFERENCE**

## **“Procurement Opportunities With Other Federal Agencies”**

**U.S. Department of Housing and Urban  
Development**

**Presented by  
Judith Stackhouse  
Office of Small and Disadvantaged  
Business Utilization (OSDBU)**

U.S. Department of Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization





# HUD's Mission

HUD's mission is to increase homeownership, support community development and increase access to affordable housing free from discrimination. To fulfill this mission, HUD will embrace high standards of ethics, management and accountability and forge new partnerships—particularly with faith-based and community organizations--that leverage resources and improve HUD's ability to be effective on the community level.

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy



Office of Small and Disadvantaged Business Utilization







# President's Policy on Small Business

**FAR 19.201(a) It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to:**

- **small business,**
- **veteran-owned small business,**
- **service-disabled veteran-owned small business,**
- **HUBZone small business,**
- **small disadvantaged business, and**
- **women-owned small business concerns.**

**Such concerns must also have the maximum practicable opportunity to participate as subcontractors in the contracts awarded by any executive agency, consistent with efficient contract performance.**

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy

**OSDBU**

Office of Small and Disadvantaged Business Utilization





# HUD's Policy for Prime Small Business Awards

- HUD Small Business Policy – March 21, 2005
- To ensure non-discriminatory practices in Federal procurement opportunities for small , small disadvantaged, small women-owned, service disabled veteran businesses, and those located in Historically Underutilized Business Zones (HUBZone), or part of the 8(a) Business Development Program. Historically Black Colleges and Universities and Minority Institutions of Higher Education are also included.
- Encourage teaming arrangements in bidding on HUD procurements
- Goals – At least 50% of all direct awards must go to small business.

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization





# Promoting Universal Access Within HUD

- Secretary Jackson is committed to providing access to large and small businesses alike, including 8(a), SDBs, HUBZone, women owned and veteran owned businesses. We continue to reach out to men and women of every race, religion and socio-economic background.
- OSDBU networks with small business owners to ensure that they are aware of the procurement opportunities that exist in the various departments within HUD.

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy

**OSDBU**

Office of Small and Disadvantaged Business Utilization







# Promoting Universal Access Within HUD (continued)

- OSDBU meets with large companies regarding their subcontracting plans and assists them with locating qualified small businesses.
- OSDBU serves as a member of the Contract Management Review Board (CMRB).
- OSDBU reviews all HUD Form 720s as required by HUDAR and FAR.

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization



# What Does HUD Buy ?

- Financial management
- Asset management
- Closing agent services
- Real estate and mortgage insurance support
- Administrative support
- Program management support
- Professional and technical support
- Legal services
- Information technology
- Loan servicing & mortgage accounting
- Appraisal reviews
- Schedule & conduct closings
- Lead testing & physical inspections
- Publications Management & grants
- Management training
- Conference planning
- Maintenance & loss mitigation
- Counseling training
- Forensic accounting
- Computer hardware, software

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy



Office of Small and Disadvantaged Business Utilization





# Do Your Homework

## ➤ Know HUD

- Research the budget
- Know HUD's mission and priorities
- Research the HUD forecast ([www.hud.Gov/osdbu](http://www.hud.Gov/osdbu))
- Research FedBizOpps ([www.fedbizopps.Gov](http://www.fedbizopps.Gov))
- Register in the central contractor registration (CCR) database <http://www.ccr.Gov>
- Develop relationships with the OSDBU and the program offices
  - Schedule an appointment or conference call with the OSDBU (202)708-1428. Meetings can be scheduled every 90 days.
- Email rather than phone
- Become familiar with:
  - The federal acquisition regulations (FAR) (<http://www.arnet.gov/far>) and the HUD acquisition regulation (HUDAR) (<http://www.hud.Gov/offices/cpo/hudar/contents.cfm>)
  - HUD's glossary of terms (<http://www.hud.gov/cfo/glossary.html>)
  - Common HUD terms and acronyms (<http://www.hud.gov/about/acronyms.cfm>)

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy

**OSDBU**

Office of Small and Disadvantaged Business Utilization





# Where to Find HUD Procurement Information

- **Forecast of Contracting Opportunities**  
[www.hud.gov/offices/osdbu/4cast.cfm](http://www.hud.gov/offices/osdbu/4cast.cfm)
- **FedBizOpps**  
[www.fedbizopps.gov](http://www.fedbizopps.gov)
- **HUD Contracting Opportunities Page**  
[www.hud.gov/offices/cpo/contract.cfm](http://www.hud.gov/offices/cpo/contract.cfm)

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization





# Forecast of Contracting Opportunities

Download the current Forecast at: <http://www.hud.gov/offices/osdbu/4cast.cfm>

INFORMATION TECHNOLOGY						
Plan Number & Product/Service	Contract Description	GSA Schedule or NAICS	Fiscal Year Quarter	Estimated Contract Value & Contract Length	Program Office & Point of Contact	Acquisition Strategy
A-2004-AY-0026	To acquire a Commercial Off-the-Shelf (COTS) Web application to capture and track data for analysis in support of the Housing Counseling program.	GSA Schedule 70 ITAC	3 <sup>rd</sup>	\$500K-\$1M  1 Year	<b>Housing</b> George Grotheer (202) 708-0614 ext.2294 George.H.Grotheer@hud.gov	<b>Small Business Set-Aside</b>
A-2004-AY-0169 Information Technology Software Support Services	Contractor shall provide Software Support Services (Maintenance/Development) for FHA's mortgage insurance premium collection and refund systems: Single Family Mortgage Collection System-Upfront, Single Family Mortgage Collection System-Periodic, and Distributive Shares and Refund System.	GSA Schedule 70	2 <sup>nd</sup>	\$1M to 13M  1 Year with 4 Options	<b>Chief Information Officer</b> Paul Theisen (202) 708-0614, ext 7614 Paul_E._Theisen@hud.gov	<b>Large Business</b>

You must be on the specified GSA schedule to be eligible for contract opportunity

Program office procuring the product or service and the subject matter expert's contact information

7<sup>TH</sup> ANNUAL SMALL BUSINESS CONFERENCE

U.S. D. Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization





# Negotiating the Process...

- ✓ **Attend the OSDBU's Small Business Outreach Session**
- **Make a follow-up appointment with the appropriate small business specialist to discuss your company's interest in doing business with HUD.**
- **Request any necessary documentation prior to the meeting via email.**
- **Research the Program Offices with whom you are interested in working.**
- **During your meeting, be prepared to:**
  - **Discuss 3-4 opportunities you have reviewed from the Current Forecast of Opportunities**
  - **Have a capability statement for your #1 opportunity.**
  - **Meetings will only be scheduled once every 90 days (exception Veteran's and Out-of-Town businesses).**

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization





	FY 2005		FY 2006
HUD Results for Small Business	SBA Goals	HUD Results	SBA Goals
<b>Preference Categories</b>			
<b>Small Business</b>	<b>38%</b>	<b>66%</b>	<b>45%</b>
<b>SDB</b>	<b>13%</b>	<b>32%</b>	<b>20%</b>
Black Americans	-	16%	-
Native Americans	-	7%	-
Hispanic Americans	-	3%	-
Asian Pacific Americans	-	2%	-
Asian Indian Americans	-	3%	-
<b>8(a)</b>	<b>6%</b>	<b>17%</b>	<b>10%</b>
<b>Women Owned</b>	<b>15%</b>	<b>20%</b>	<b>20%</b>
<b>HUBZone</b>	<b>3%</b>	<b>9%</b>	<b>4%</b>
<b>Service Disabled Veterans</b>	<b>3%</b>	<b>2%</b>	<b>3%</b>

**7<sup>TH</sup> ANNUAL SMALL BUSINESS CONFERENCE**

U.S. Department of Energy  
**OSDBU**  
 Office of Small and Disadvantaged Business Utilization

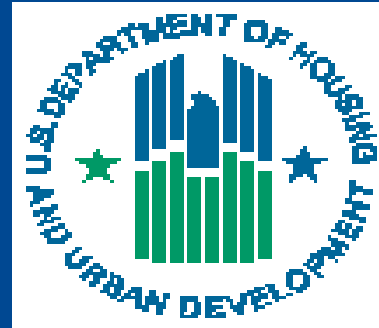


As of February 07, 2006



# “Procurement Opportunities With Other Federal Agencies”

HUD's OSDBU looks  
forward to hearing  
from you!



Conclusion  
Thank You!

**7<sup>TH</sup> ANNUAL SMALL  
BUSINESS CONFERENCE**

U.S. Department of Energy  
**OSDBU**  
Office of Small and Disadvantaged Business Utilization

